

1 The following is a transcript of a meeting with JAMES
2 R. FISHER (also known as BILL FISHER), RON FERGUSON,
3 KEVIN DEAN, VENITA BENITA and COMER COTTRELL at
4 COTTRELL'S office. They discuss FISHER'S zoning
5 issues and paying money to DON HILL:
6 UNIDENTIFIABLE (UI)
7 (Opened/closed vehicle door)
8 FISHER:Hello. Hey, I'm, I was at the UI Building. I
9 just turned in here. It's right off UI. I'm right out,
10 just in the parking lot so I'm coming right in. 120?
11 I'll see you in a second. Bye'.
12 FISHER:(Cleared his throat)
13 (Opened/closed door)
14 (Knocking)
15 (Door closed)
16 (Knocking)
17 RON FERGUSON (FERGUSON):Come on in Buddy.
18 FISHER:Hey, how are you?
19 FERGUSON:I'm doing good, how you doing?
20 FISHER:Just fine.
21 FERGUSON:You get lost?
22 FISHER:No, actually I didn't, I just, it just took me
23 a few minutes to get ahh, you know, I've gotta get
24 down, out of my office, getting my car out of the
25 parking garage, and the traffic up the Toll Road this

1 day a day is just...

2 FERGUSON:Horrendous.

3 FISHER:...bumper to bumper so.

4 FERGUSON:I just hate it.

5 FISHER:Even though I'm, even though I'm close you

6 know?

7 KEVIN DEAN (DEAN):Hey, Bill.

8 FISHER:That's what it is. How are you? Good to see

9 you.

10 DEAN:Bill?

11 FISHER:Hey,...

12 (Talking in background)

13 FISHER:UI how are you? BILL FISHER.

14 VENITA BENITA (BENITA):Hi. Why do you look familiar?

15 FISHER:I'm...

16 BENITA:UI Hi.

17 FISHER:(Laugh)

18 BENITA:OK.

19 DEAN:Hey....

20 FISHER:And you, Mr. Cottrell how are you?

21 COMER COTTRELL (COTTRELL):Pleased to meet you.

22 FISHER:It's a pleasure. Good to see you.

23 DEAN:Bill, you sit down right here.

24 FISHER:Yeah, sorry it took me a while, but the Toll

25 Roads this time of day (laugh) is ahh...

1 BENITA:UI.
2 FISHER:A disaster. It's bumper to bumper basically.
3 COTTRELL:Were you coming from downtown?
4 FISHER:No I actually was coming from Lincoln Center
5 which is just at, you know (laugh) LBJ and the Toll
6 Road, but ahh, you know by the time I get down from my
7 tower I gotta go in the underground parking, get out
8 and then get on the Toll Road, it's just ahh this time
9 of day. It's tough.
10 COTTRELL:Your parking garage is crowded.
11 FISHER:It's it's own challenge of it's own. That's
12 correct. Absolutely.
13 DEAN:Bill, I was telling Comer I wanted you to see
14 this kitchen before you walk in, you see this?
15 FISHER:Yes.
16 DEAN:After you leave here I wanta be able to say this.
17 (Laughter)
18 FISHER:OK.
19 DEAN:We ain't po' no mo'.
20 (Laughter)
21 FISHER:Alright. That's great. That's great. Well
22 you're certainly a very famous ahh figure here in
23 Dallas, it's a pleasure to meet you.
24 COTTRELL:Pleasure to meet you too, Bill.
25 FISHER:Well great. (Sigh)

1 FERGUSON:What we, what we kinda told him about was
2 what we hope to accomplish from a, from a partnership
3 between KDAT and Odyssey our relationship.
4 FISHER:Right.
5 FERGUSON:Between KDAT and Odyssey. And ahh I mean you
6 can hear it from the man himself on the dilemma that
7 we talked about out in, out in Pleasant Grove.
8 FISHER:District 5?
9 FERGUSON:District 5 with, with that pro, that project
10 out there. Mr. Cottrell 'll tell you he...
11 COTTRELL:Yeah. I have connections with the council
12 and ahh especially with Don Hill. I was UI, you
13 remember when I had that ahh American Airline Center I
14 wanted to put that hotel out there?
15 FERGUSON:Yeah.
16 FISHER:I need, this is my wife real quick, doesn't
17 mean UI we can turn it off. Yeah honey? So you'll be
18 here at 6:15? OK. I'll be there. It, it's in Austin
19 it takes a while to get through security so you better
20 be hustling. Bye'. Sorry I'll turn this off.
21 COTTRELL:UI...
22 FISHER:Wonderful.
23 COTTRELL:That was, I was gonna put down in American
24 Airlines Center?
25 FISHER:Right.

1 FERGUSON:No I didn't.

2 COTTRELL:Yeah and ahh I was gonna do that but ahh Tom

3 Hick and Ross Perot, Jr. UI...

4 (Pause)

5 FISHER:Are you still doing, is this still planned?

6 COTTRELL:I'm out of it now. Ahh 'cause I was gonna

7 get my financing ahh they wanted to take one third of

8 the project. They wanted to do it with me. They

9 couldn't do it without me. So they agreed to do it

10 with me, take me in as a one third equal partner. And

11 ahh I didn't have 30 million dollars UI.

12 FISHER:Well they have an extra 30 million, they could

13 (laugh).

14 COTTRELL:Well, ahh, Ross, Jr. was going to make the

15 loan to me, secured by my shares.

16 FISHER:In the, in the building?

17 COTTRELL:Yeah.

18 FISHER:Great.

19 COTTRELL:And ahh Hicks ran into some financial

20 problems back then. And ahh he needed to get money

21 too so he got ahh Man, Manhattan to do the deal. They

22 got a contract with Manhattan to do it now.

23 BENITA:The original UI?

24 COTTRELL:Huh?

25 BENITA:Is it the original UI?

1 DEAN:Football Stadium.

2 BENITA:Oh, the foot, that, that contract

3 COTTRELL:No, no...

4 BENITA:UI...

5 FISHER:The Four Star Hotel yeah.

6 BENITA:Yeah.

7 COTTRELL:Mm-hmmm. It's better than the hotel in ahh,

8 also ahh office complex.

9 BENITA:Yeah.

10 COTTRELL:So ahh.

11 FISHER:Good looking deal. Well I know the ho, some of

12 the new hotels have done very well. I was ahh, I had

13 lunch today with ahh Maxine Reese down by the Capitol

14 Grill and I was, the Zaza Hotel is, looks like they've

15 doubled their size...

16 FERGUSON:Yeah, they have.

17 FISHER:...here.

18 COTTRELL:Uh-huh.

19 FISHER:And heck yeah that's \$300 a night down there

20 so.

21 FERGUSON:So, you was at the Capitol Grille today ?

22 FISHER:I was at the Capitol Grille today?

23 MALE VOICE:you had lunch?

24 FISHER:I did, I saw Ron Kirk there and...

25 FERGUSON:Yeah, I mean that's the hang out in the

1 evenings; throwing 'em back.

2 FISHER:That's right.

3 (Laughter)

4 DEAN:Yeah.

5 FISHER:I just wish Ron were mayor.

6 FERGUSON:Oh yeah, you wouldn't have a problem then.

7 FISHER:(Laughing) My life would be a lot easier yes.

8 So.

9 FERGUSON:One of the problems I...

10 FISHER:Is one, is one of the reasons why Junior and,

11 and Tom needed your involvement was to help him

12 politically?

13 COTTRELL:Yeah. That was because we had blocked it,

14 and ahh they couldn't do it. Ahh, but I was a

15 minority...

16 FISHER:'Cause they lacked minority participation?

17 COTTRELL:Yeah. And ahh it, I won't, I talked to Mark

18 Cuban, he wanted to do my same deal, but they didn't

19 want Mark in it. (Laugh)

20 FISHER:(Laugh) Alright. Well that's interesting.

21 COTTRELL:They said we don't want his money.

22 FISHER:Well that's, I'm surprised at that. So they

23 ended up doing with Manhattan Construction is that?

24 COTTRELL:Yeah.

25 FISHER:Is Manhattan Construction minority owned?

1 BENITA:No.
2 COTTRELL:No.
3 FERGUSON:No.
4 FISHER:Well...
5 COTTRELL:No, but I just released it.
6 FISHER:Oh, you, OK, you're not gonna....
7 COTTRELL:I didn't fight it.
8 FISHER:OK. Alright.
9 COTTRELL:I said...
10 BENITA:(Sneeze) Sorry. I'm sick.
11 COTTRELL:I released it. So ahh, wasn't no point me
12 fighting when I didn't have the money to make it
13 happen. That was stupid, you know.
14 BENITA:Yeah.
15 COTTRELL:For me to be there and make an ass of myself.
16 FISHER:Well you all have talked about already about
17 ahh...
18 FERGUSON:One of the things we talked about...
19 FISHER:...discussions...
20 FERGUSON:...we talked about, we talked about the
21 relationship being built around them being a part of
22 the development piece going forward.
23 FISHER:Right.
24 FERGUSON:As well as the CDC and this is like what we
25 talked about...

1 FISHER:Are you, are you Esbanetis?

2 BENITA:Yes.

3 FISHER:Oh, great I heard your name. How are you?

4 BENITA:How you doing?

5 FISHER:Very good to see you.

6 BENITA:Thank you.

7 FISHER:They spoke very highly of you yesterday so.

8 BENITA:Thank you.

9 FISHER:Ahh do you walk on water then... They, they

10 said some really good stuff about you. Great.

11 FERGUSON:She can get it done. And, and, and so, so

12 today ahh I just wanted you to kinda explain to him

13 how that relationship will work from ahh, ahh, a

14 development stand point, from ahh a 9% stand point.

15 FISHER:Well I'll just to give you a little background.

16 You know all the developments that I'm involved in are

17 funded in some manner using affordable housing

18 resources and they come primarily in two avenues in

19 this state, 9% housing tax credits which is an all

20 equity subsidy which provides you equity really. It's

21 9% credits for 10 years, 90% percent of your project

22 cost are funded with federal tax credits. As a

23 competitive round, it's a scarce resource and to be

24 successful really, you typically as a developer like

25 myself are working with ahh other housing advocates,

1 housing authorities, other housing agencies. 501C3
2 non-profits who have a mission involving providing
3 affordable house. Ahh and then for many years it's
4 been consistently, it's a point scoring arrangement
5 and you know a minority and women on business
6 involvement brings substantial additional points.
7 MALE VOICE:UI
8 FISHER:So for those people have been most successful
9 in that particular competitive round and partnering
10 in these developments with non-profits and minority in
11 businesses have general major chances of success
12 greater. Those projects tend to be smaller than ahem
13 a normal apartment property. Most of the stuff we do
14 is 250 units. Those projects have averaged pretty
15 much the last few years between 130 and 150 units
16 because the state's been trying to spread that
17 resource out into a lot of regions. But still those
18 projects have really probably the lowest risks and the
19 best return. Ya know, it's the law of small dollars,
20 it's less money than you would get in, in the other
21 ahh funding round which I'll talk about, but it also
22 has a lot less risk because I'll just give you an
23 example. I've done a project in the valley with the
24 Housing Authority ahh it's about a 13 million dollar
25 project. There's you know 10 and a half in equity in it

1 and ahh you know the Housing Authority owns it in the
2 background and there they don't pay any property taxes
3 so a lot of financial underpinnings. So their
4 involvement and participation, CDC, minority
5 participation on the development team you know really
6 enhances I think everyone's chances of success. Ahh
7 the other thing it does in order to participate in
8 this type of financing, in the competitive round, the
9 minority developing team has to partner at least
10 initially with an experienced developer who has done
11 housing tax credit development ahh before so one of
12 the other benefits that they would get from being a
13 part of the development team as you look out say 2
14 years. Umm they would have completed a full cycle
15 with housing tax credits...

16 (Phone ringing)

17 FISHER:...they have their own experience, they would
18 re, really be in a position then to do it
19 independently.

20 MALE VOICE:Hmmm.

21 (Phone ringing)

22 FISHER:And the state encourages partnerships at this
23 stage between minority developers and other developers
24 to get these projects done. The other funding round
25 which is the largest component and probably does the

1 most housing here, is involves our ability to issue
2 tax exempt bonds to finance ahh housing, long term,...

3 MALE VOICE:Yeah.

4 FISHER:...low interest, 40 year bonds. Today they, I
5 can float a bond issue at something at or below 6%.
6 The 40 year amortization provides a lot of additional
7 proceeds. The investors buying the bond and he does
8 not have to pay federal income tax on it, it's like a
9 Municipal Bond.

10 COTTRELL:Right.

11 FISHER:And that also comes with housing tax credits.
12 Ahem if you're eligible for what is referred to as a
13 4% credit which is again 4% over 10 years, 40% of the
14 project is funded with equity from housing tax
15 credits. The balance is funded by ahem long term, low
16 interest bond financing. Now really the involvement
17 of a minority participant is really, just as you're
18 pointing out in the hotel, it's more a political
19 issue. The ability to get projects done I think
20 anywhere...

21 (Phone ringing)

22 FISHER:...we're doing housing for low and moderate
23 income families. We're certainly not out you know in
24 North Dallas. Ahh we're not in north Houston. You
25 know you're in minority neighborhoods. Ahh really the

1 political officials want involvements at any stage of
2 minority participation, development, construction,
3 management, and you know that is something really the
4 states even put in their ahh plan which is they'd like
5 a minimum of 30% participation in all of those
6 categories. So would also give them an opportunity to
7 get some experience. Frankly those are the more main
8 stream projects. You can pick your site, it's not
9 competitive, they're larger projects, they're
10 typically 25 million dollar developments, 250 units
11 and ahh you're ab, you get a little better economies
12 both in construction as well as management later on.

13 BENITA:Hmmm.

14 FISHER:And you can, you know, in any given year you
15 would do one or two 9% projects if you were very good
16 where in a given year you could do 8 of the 4% bond
17 projects because there's just a lot of additional
18 funding in that area. So there, the involvement that
19 they've talked about here with me, and I'm now sure
20 whether we were mentioning T&L or we're just talking
21 about at this point, but ahh...

22 FERGUSON:Well, I mean, they know about the T&L...

23 FISHER:OK 'cause you know generally you know we, for
24 guarantee purposes our company is a general
25 contractor. We tend to sub out a majority of the work

1 to a prime sub maybe 75 or 80% of the work will go to
2 a company like T&L who would then hire a lot of the
3 subs. Now we always approve all the subs and ahh in
4 this relationship that you all are proposing
5 yesterday, you all would be the prime sub. The
6 concrete work would go to ahh...

7 FERGUSON:Kevin...

8 FISHER:...your all, your all's company...

9 FERGUSON:KDAT.

10 FISHER:...KDAT and ahh then KDAT would also be
11 involved with the CDC...

12 FERGUSON:Right.

13 FISHER:...and, and from a development standpoint.

14 FERGUSON:Right.

15 FISHER:Ahem I think one of the advantages you know I
16 mean I have a lot of work now. Ron knows that from
17 working with me here over the years so. And we have a
18 lot of opportunity in the pipe line. The, the problem
19 that we've encountered frankly is an unlevel playing
20 field you know politically here that, you know, we
21 talked about yesterday. I've been unable to overcome.
22 Ahem and you know one of the things that I was hoping
23 that we could talk about today was, you know, how, how
24 we feel we're gonna get over that hump.

25 COTTRELL:Yeah.

1 FISHER:I mean I, I've spent a lot of money with a lot
2 of other people...

3 COTTRELL:I tell you what. You don't have to spend no
4 money with me as long as you guys are working together
5 the three of you. You know? I, I can vouch for that.
6 My name associated with it will make it happen.

7 FISHER:The, you know, you mentioned yesterday
8 specifically that, you know, there's a couple of
9 dynamics working on here. You know those folks are
10 looking to benefit economically. And somebody else is
11 paying them and saying...

12 (Several talking at once)

13 FISHER:...saying one of the, saying one of the
14 conditions is you can't do business with this team,
15 you know, basically. So how do we overcome that?

16 BENITA:Well, that...

17 COTTRELL:That, that's (stuttering) we've addressed
18 that.

19 FERGUSON:We've already addressed that.

20 BENITA:We already addressed that.

21 FERGUSON:So you can talk to him about it. And he, he
22 didn't seem to have a problem, but you can ask him.

23 BENITA:You can talk to UI. Right.

24 FERGUSON:Well, what he's asking is, you know...

25 DEAN:UI.

1 BENITA:He can, he understands.
2 DEAN:On the buying part.
3 FERGUSON:On the UI?
4 BENITA:Yeah.
5 COTTRELL:Need getting with Don and letting him know
6 that I'm involved with this project, and I want it to
7 happen. And that's it.
8 BENITA:Right.
9 COTTRELL:He, he can't asked me for, Don is a lawyer
10 and he has a license. He can't fuck around. (Laugh)
11 He can't mess around. He's gotta make a living.
12 BENITA:I know what you're implying. He's implying
13 that he's getting some financial assistant and that
14 would be...
15 COTTRELL:I understand.
16 BENITA:...and that would be let's say the sum of
17 \$100,000.00 hypothetically a year. That'll be a lot
18 to him and that's a big UI.
19 COTTRELL:Yeah. Yeah, but...
20 BENITA:And you are the, he's well aware of that. We
21 discussed that so...
22 COTTRELL:...Yeah, but...
23 BENITA:...ahh so we're gonna figure...
24 COTTRELL:...the thing of it is...
25 BENITA:...how we're gonna get around that.

1 COTTRELL:...there's always life after the short term
2 politics.
3 BENITA:Uh-huh.
4 COTTRELL:Then the life after that. And he's gotta
5 live, he's got a reputation he's gotta maintain.
6 FISHER:Well I was told today he's planning on running
7 for mayor.
8 COTTRELL:He wouldn't wanta run for mayor yet without
9 me.
10 FISHER:I, I wouldn't if, if I were...
11 FERGUSON:That's good news for you ain't it?
12 COTTRELL:Yeah.
13 FERGUSON:(Laughing)
14 COTTRELL:As a matter of fact, I told, I didn't support
15 Ron Kirk. (Indicated no) As a matter of fact, I know
16 Ron; but I, I was Bush's partner in business.
17 FISHER:Mm-hmmm.
18 COTTRELL:And I've been a Republican ever since I've
19 been in Dallas. And I knew damn well Ron couldn't
20 win.
21 FISHER:Oh you're talking about at the Senate level?
22 COTTRELL:Yeah.
23 FISHER:Oh, I think I, I agree with you there. I just
24 preferred him as the mayor to our current mayor.
25 COTTRELL:Oh, everybody would.

1 FISHER:(Laughing)

2 COTTRELL:Everybody would... Hey look, talking about a

3 strong mayor, I deal with strong mayors all over the

4 country. Chicago, Atlanta and ahh Los Angeles. I

5 came from a strong mayor. They were all friends of

6 mine. But I say as long as I can own the goddamn

7 mayor, I'm in favor of a strong mayor.

8 (Laughter)

9 FISHER:OK. Alright.

10 (Laughter)

11 COTTRELL:And whoever doesn't own him, better start

12 saying the, buy their share. That's the way it works.

13 FISHER:Have you had success with Don before? I

14 mean...

15 COTTRELL:Yes.

16 FISHER:So, you'll just be, this'll kinda be just

17 rekindling old...

18 COTTRELL:Yes.

19 FISHER:...acquaintances? You know one, one of the

20 things I've told Ron and I, you know, we need to, the

21 one of the things we haven't talked about is you know

22 the, I have budgets in my jobs. And you know we

23 basically negotiated most of our any contracts we've

24 talked to you about have been a kind of on a

25 negotiated basis. You, Dewey Stevens runs my

1 construction group. You guys have been negotiating
2 basically whatever ahh work you've been doing there.
3 You know it's what we're talking about doing a
4 negotiated deal on...
5 COTTRELL:Dewey Stevens, did he ever work with
6 Hillwood?
7 FISHER:Dewey used to work for JPI.
8 FERGUSON:Yeah. I thought he worked for Hillwood too.
9 FISHER:No, no he worked for JPI. I don't think he
10 ever worked for Hillwood. He, he's always been an
11 apartment guy, he....
12 FERGUSON:Oh no, that wasn't JP. That wasn't...
13 FISHER:...he ran the student housing.
14 FERGUSON:He worked for ahh David Fox.
15 FISHER:Oh yeah a long time ago.
16 FERGUSON:A long time ago.
17 FISHER:Yeah, original CENTEX. When CENTEX was Fox and
18 Jacobs.
19 FERGUSON:Fox and Jacobs.
20 COTTRELL:Yeah.
21 FISHER:Yeah. So he built, his wife's still actually
22 with CENTEX.
23 FERGUSON:With Fox right.
24 FISHER:CENTEX.
25 FERGUSON:Yeah with CENTEX.

1 FISHER:Yeah. So ahh, so you know we talked, discussed
2 yesterday you know all budget items roll to the
3 developers. So how we proposing, you know, there's
4 gonna be some cost obviously involving Don. Are we
5 budgeting for it separately or we gonna...
6 FERGUSON:I don't know that. I don't know that it is.
7 COTTRELL:UI...
8 FERGUSON:I don't know that it is ahh Bill.
9 FISHER:OK.
10 COTTRELL:We just told you...
11 FERGUSON:I mean I'm gonna tell you something, you're
12 not, we not talking about, we not talking about the
13 Kathy Neeley's and we not talking about ahh...
14 FISHER:Darren Reagan.
15 FERGUSON:...Darren Reagan and those guys. This is a
16 different guy.
17 FISHER:Well I just, but I mean does he understand that
18 somebody else is paying?
19 FERGUSON:Yes, he understands.
20 FISHER:And somebody else is paying and saying whatever
21 happens, I'm not gonna pay you anymore if you do
22 business with them.
23 DEAN:Bill, this is your thousand pound gorilla.
24 FISHER:No, your reputation is, is...
25 COTTRELL:No, UI... is it on the Chamber meetings...

1 Executive Committee and ahh I let 'em know that I'm a
2 free nigger.
3 FISHER:OK.
4 COTTRELL:That, that's what I tell 'em. I said I'm not
5 looking for a job, I'm not looking for a contract ...
6 I've got my own money
7 FISHER:(Laughing)
8 DEAN:We ain't po' no mo'.
9 COTTRELL:I'm not a UI...
10 FISHER:Not poor anymo'.
11 (Laughter)
12 FERGUSON:I mean, this wasn't an idea of ours. I mean
13 he, he specifically said if we, if y'all want to work
14 (clapped his hands) and y'all, I'm, you know I'll help
15 you guys. I'll help you. Bill...
16 FISHER:Comer ...
17 FERGUSON:...it is yes.
18 FISHER:UI...
19 FERGUSON:I mean that's not something that we're
20 dreaming up. These are not ideas of ours. He tells
21 us what he, he, he knows he can do. So, you might
22 want to tell him (clapped hands) he can't do it, but
23 I, I'm not gonna tell him he can't do it.
24 FISHER:I wasn't, I wasn't actually I'm convinced of
25 that. I just wanta make sure that if there's a cost

1 associated with it, you know I've already spent a
2 bunch of money so I've gotta absorb that. I just
3 wanta make sure I budget for it, plan for it, and put
4 it in you know.

5 COTTRELL:I'm not asking you to pull the cards.

6 FISHER:Even I know it'll be after the fact, but
7 I just I...

8 COTTRELL:Yeah, after that I talked to him. He may
9 need 15 grand or ten.

10 BENITA:UI.

11 FISHER:OK.

12 COTTRELL:You know?

13 FERGUSON:Which is a UI.

14 FISHER:You'll ask him?

15 BENITA:I, I'm asking for UI...

16 FERGUSON:UI.

17 FISHER:OK.

18 BENITA:(Laughing)

19 FISHER:Alright. And if we, if we're gonna do that
20 then y'all will take care of it and just put it in the
21 contract. Is that the plan?

22 COTTRELL:Yeah, that's what they told me.

23 FISHER:OK, but you all will tell me what the number is
24 'cause there's a, there's a limit. OK. 'Cause I you
25 know I have the impression from talking to you that

1 this is, this big money and with he and Southwest
2 Housing.
3 FERGUSON:I, I don't know that Southwest Housing is,
4 and already stopped paying him.
5 FISHER:Oh you think so?
6 FERGUSON:If, if he's a man of his word he has because
7 he said in the, in the truck that day that he wasn't
8 paying anymore.
9 FISHER:He'd written all the checks he was gonna write?
10 FERGUSON:He'd written all the checks that he was gonna
11 write. So I don't know that he hadn't already
12 stopped. I think what happened was you got caught up
13 in the middle of being milked. So that's why he kept
14 setting it off, but I don't really care...
15 FISHER:Well here is after the effect...
16 FERGUSON:...because that's the man right there that I
17 got my faith in and that, I know. (Clapped hands)
18 COTTRELL:See that? Let me tell you something. I've
19 never been involved with much here. Once UI things
20 have been out of the state, cities where you got
21 strong mayors and a as a matter of fact, I just came
22 back as key note speaker for the mayors of all the
23 black mayors in the country. There's 4, did you know
24 there was 410 black mayors?
25 FERGUSON:No.

1 FISHER:That's a wonderful number.

2 DEAN:So what he's saying he can go to the other

3 cities.

4 FISHER:OK. Well.

5 FERGUSON:And that's why I thought the development

6 piece, the mayor is on a development side would be ahh

7 like the Bobby thing we were talking right? I thought

8 that would be better fit because number 1 you got

9 better people to deal with, number 2 they could

10 perform some of the work under that same banner.

11 FISHER:Yeah the, the, in Bobby's defense, you know

12 Bryan's just never utilized him.

13 FERGUSON:UI

14 FISHER:They try and keep Bobby poor and ignorant so

15 that they can pay him as little as possible on each

16 deal. You know Bobby's done a lot of development. He

17 has, put it this way he's had his name on a lot...

18 FERGUSON:His name on a lot.

19 FISHER:But there's been a conscious effort for him not

20 to learn the business.

21 COTTRELL:You know ahh...

22 FISHER:You know that and then they keep him poor.

23 COTTRELL:You know Prentiss Gary?

24 FISHER:Prentiss does, Prentiss does, Prentiss does

25 enough work for us that he's outta bonding capacity.

1 So Prentiss knows me and my group, and he will tell
2 you we have work. I think Kevin and Ron know that so.
3 COTTRELL:Yeah.
4 FISHER:And I've been doing this for 10 years and we
5 have the ability to get projects.
6 COTTRELL:Because George Bush and I were partners with
7 the Rangers. And Al Casey ahh I took...
8 FISHER:The American Airlines guy the old American
9 Airlines guy?
10 COTTRELL:Yeah.
11 FISHER:Al Casey, yeah.
12 COTTRELL:But remember when he was head of ahh the UI
13 ahh...
14 DEAN:The reconstruction of...
15 COTTRELL:No, it was George, Sr. asked him to ahh come
16 up there and clean up all this bullshit, all this
17 property ahh and ahh he, he called me up to
18 Washington, come to his office. And said look Comer
19 I, I want you to come up here and make yourself some
20 money again. And ahh he said I got all this
21 properties up here all over the country. And ahh
22 these developers got 'em and (laugh) they're buying
23 'em back at 10 cents on the dollar. He said that ahh
24 you people didn't, I can't say it, you people didn't
25 create this problem they did, but they're the ones

1 that'll benefitting. I don't see no black guy stepping
2 up here benefitting. So you come on up and look
3 around. So I didn't know shit about this, but I
4 called Prentiss, and Prentiss went up there with me
5 and ahh we got properties in Oklahoma, Arkansas, and
6 Dallas here. Matter of fact we picked up 250 units
7 right across from TI there on 75.
8 FISHER:Yeah, I know just what you're talking...
9 (Clapped hands)
10 FERGUSON:You did?
11 COTTRELL:Mm-hmmm.
12 FERGUSON:They remodeled those apartments, you talking
13 the ones right there on the corner. They were, they
14 had abatement in there. I know which ones you're
15 talking about.
16 COTTRELL:I don't know.
17 FERGUSON:Right there on the corner.
18 COTTRELL:I don't know.
19 FERGUSON:That was like in 90...5, 94.
20 BENITA:(Laughing)
21 COTTRELL:I just got the money (laugh).
22 FISHER:(Laugh) Well that was the important piece you
23 know that.
24 COTTRELL:Yeah, 'cause like I said...
25 FISHER:A lot of people around those days that knew how

1 to do the work. We just didn't have any money.

2 (Laugh)

3 FERGUSON:Yeah, right.

4 COTTRELL:Yeah, I didn't know ahh UI have a, I didn't

5 know, know what we were doing. I say Prentiss, that's

6 why you're here. You handle it, and he picked it up

7 and sold it...

8 (Benita talking in background)

9 COTTRELL:...and I, I got 250,000 out of it.

10 FISHER:Prentiss has, Prentiss has done well he's got a

11 very successful business, hard working guy. Again one

12 of the true, like you, true minority business man who

13 built himself up from, from day one. I have great

14 respect for Prentiss, and...

15 COTTRELL:Yeah and he was running ahh Dave Fox's ahh

16 company. Fox and Jacobs.

17 FISHER:He's a smart man; smart guy.

18 COTTRELL:He came out of Trammel Crow.

19 FISHER:Well Prentiss is...

20 COTTRELL:UI the one that did that remodel over there.

21 FISHER:But Prentiss has made a lot of his money in

22 this business. You know that. He's been a big

23 affordable housing developer. He was our biggest

24 competitor here when I was in Southwest Housing from

25 97 through about 2000. He was our biggest competitor

1 and then he stopped doing a lot of affordable housing.
2 He did a lot of market rate stuff 'cause market rate
3 was doable then. And now he's kinda back doing more
4 affordable housing. He did a project with the Denton
5 Housing Authority last year, doing one in Denver. And
6 ahh he's got you know three...
7 FERGUSON:Down in Waco.
8 FISHER:He's got, he's got 60, well he's got 60 million
9 dollars worth of bonding capacity. He, he must have
10 60 million dollars worth of work from us so. He's a
11 good buy, but ahh...
12 COTTRELL:And then after he finished that, he went up
13 to Austin, and he did a major project in Austin.
14 FISHER:Ahh do you, other moving piece just kinda back
15 to the politics? Ross West is in the loop here
16 somehow (laugh). So I don't know if we need to talk
17 to Royce too, what'd you...
18 BENITA:Hey, I'm sorry I was just talking to Don. I
19 got Don Hill on the phone, what, when would you like
20 to make appointment with him.
21 COTTRELL:Huh?
22 BENITA:You wanta talk to him, make appointment to
23 speak with us.
24 COTTRELL:Ahh, I'm not ready to make an appointment...
25 BENITA:I know OK. Well, want to make an appointment

1 in the future with him?

2 COTTRELL:Yeah, I...

3 BENITA:A week from now?

4 COTTRELL:I'll let him know.

5 BENITA:OK. Alright.

6 COTTRELL:When I get some free time.

7 BENITA:OK. OK.

8 COTTRELL:Tell him I'm traveling right now.

9 BENITA:OK. Yeah...

10 FISHER:So what do we need to (stuttering) we're gonna

11 have to go to Ross too do you think?

12 COTTRELL:Well, that...

13 FERGUSON:That was his, that was his call.

14 (Coughing)

15 FERGUSON:That was his suggestion.

16 (Phone ringing)

17 FISHER:OK.

18 COTTRELL:Yeah, I, I can speak to Royce.

19 (Phone ringing)

20 FISHER:Well 'cause I think the other teams according

21 to you have been, they've been working Royce hard so.

22 FERGUSON:Oh I know they have.

23 FISHER:And you thought that Royce was having some

24 influence last time we talked?

25 (Phone ringing)

1 FERGUSON:I don't know, I don't know if we was having
2 any influence, but you know that's who, that's who
3 that they work. They were courting at that time. And
4 that was like when you were there.

5 FISHER:Well you told me late in the game when ahh you
6 know again I was D'Angelo Lee was talking to that
7 whole crowd that ahh, you thought that the folk, the
8 guys over on Hampton had been helping ahh...

9 FERGUSON:Well...

10 FISHER:...that'd make the difference.

11 FERGUSON:...I, I know they were.

12 FISHER:OK.

13 FERGUSON:I mean...

14 BENITA:OK. (Background)

15 FERGUSON:...ahh they were told...

16 (Phone ringing)

17 FERGUSON:...he was talking to people in his office
18 were told to go to the meeting. Now that was y'all
19 meeting though at that time. When I was going there,
20 it, it wasn't with Odyssey, I was going there with
21 Bryan.

22 FISHER:Well, you were supposed to be going there for
23 me. So. (Laughing)

24 FERGUSON:You wasn't there then. I'm talking about at
25 the time I was talking about I knew that they were,

1 what they were doing.

2 FISHER:OK. Some other time OK.

3 FERGUSON:UI Right.

4 FISHER:OK. Fine.

5 COTTRELL:We don't wanta waste too much of Comer's time

6 I think what we need to do now is just ahh figure out

7 how we can make the marriage work.

8 FISHER:OK.

9 COTTRELL:And then ahh...

10 FISHER:Well what I did was I told Ron just to send me

11 a summary of, ahh exactly what we need to do and...

12 FERGUSON:Well you got a better idea though now right?

13 FISHER:Right.

14 FERGUSON:OK.

15 FISHER:Well, I've got, I certainly have a feel so...

16 FERGUSON:Yeah.

17 FISHER:...for it. And...

18 COTTRELL:Yeah, I've got checks all over this city I

19 never use.

20 FISHER:OK.

21 COTTRELL:(Laugh) I'm like George.

22 FISHER:OK.

23 COTTRELL:George won the election. He says he had a

24 hell of a lot of checks.

25 FISHER:Well being a African-American Republican, you

1 were pioneer. Because they would of had to form a
2 search party back in 1973...
3 (Phone ringing)
4 FISHER:...when I first came here to find an African
5 American Republican.
6 COTTRELL:I'll tell you a funny little joke. Ahh when
7 I came in here, what's his name ahh Clements was
8 Governor. And ahh Bill called me in and said Comer
9 ahh I want you, I want a bank, I want a black bank in
10 Dallas. So I called my friends in California and they
11 came in here and then I found out from Eddie Bernice
12 and Ron White that they were trying to get this black
13 bank that they had over here ahh what was the name of
14 that bank?
15 BENITA:I remember it. I remember when...
16 COTTRELL:Guaranty?
17 BENITA:...they were putting it together.
18 FISHER:A, American National was, was an African...
19 BENITA:(Indicated no)
20 FERGUSON:No.
21 BENITA:(Indicated no)
22 FERGUSON:It was a, they had a black bank on the corner
23 of Keist...
24 BENITA:It was in Oak Cliff.
25 FERGUSON:Yeah.

1 BENITA:Yeah.

2 COTTRELL:Yeah, it was...

3 FERGUSON:I remember...

4 COTTRELL:Right there in that Wynnwood Shopping Center.

5 BENITA:Yeah.

6 COTTRELL:And ahh they, they were trying to put it

7 together. I told him that, they invited me to the

8 meeting saying that they couldn't get two black banks

9 and asked me not to just come and join their group.

10 And ahh I said I would, but I didn't put up any money

11 I just put up what was necessary as a ahh, when you

12 started a bank you put up a small amount initially for

13 the founder's fund?

14 FISHER:Right.

15 COTTRELL:Yeah. And ahh I did that and they got scared

16 of me. Ahh and didn't want me to have an active role

17 in the bank because it was, they knew that they were

18 gonna rip it off. Ben Clark, Dr. Clark.

19 FERGUSON:Dr. Carr a foot doctor.

20 COTTRELL:Yeah. and that son of a bitch owes me...

21 BENITA:UI (Laughing)

22 FISHER:(Laughing)

23 BENITA:UI say UI, you said it too easy and then...

24 (Laughter)

25 FISHER:...it came out OK.

1 COTTRELL:But ahh they asked me about ahh he put out
2 the word that if I got involved with the ahh
3 management of the bank, on the board, that I would
4 take and sell it to ahh, ahh Republic. And I said I
5 do have relationship with Republic. I said I got a
6 line of credit over there larger than your whole
7 capitalization. So I talked to ahh Jim Ashton and a
8 about it. And I was on the board of Republic at the
9 time, and I said would that be a conflict? He said
10 hell no, he said ahh I'm not worried about them. He
11 said I've got black people in this town that's got a
12 quarter of a million dollars here on account that we
13 don't pay them nothing for. You know relatively
14 nothing...

15 FISHER:Mm-hmmmm.

16 COTTRELL:Ahh he said it might be like a checking
17 account and ahh I said just tell me who they are he
18 said hell you don't know (laugh) of a good general
19 that ever told the enemy where his ahh...

20 (Laughter)

21 COTTRELL:...where his ahh arms are stored.

22 (Laughter)

23 DEAN:Ooh that's a good one. (Laugh)

24 FISHER:Well so the game plan is we'll, we need to try
25 and get something worked out and then you know you

1 told ahh Mr. Cottrell that I, we're on a short time
2 fuse here. That's the only other.
3 FERGUSON:Yes I did.
4 FISHER:OK.
5 FERGUSON:Yeah.
6 COTTRELL:Yeah.
7 BENITA:And what's your short time fuse would you say
8 UI....
9 FISHER:Well you know I, as I was telling, you know, I
10 spent a lot of money pursuing this project. I've had
11 it under contract for a long time.
12 BENITA:Mm-hmmm.
13 FISHER:I paid 7500 bucks to extend it for about 45
14 days till the end of this month.
15 BENITA:OK.
16 FISHER:And then my contract says I gotta spend \$500.00
17 a day to extend into April.
18 BENITA:Oh.
19 FISHER:So, yeah, so it would cost me \$15,000.00 to use
20 all of April. You know I mean as long as we know
21 we're gonna get some traction, I'll go back to the guy
22 and see if I can negotiate a discount, but it's gonna
23 cost me you know 7500 or 10,000 bucks to get through
24 the end of April. So this case has been out there a
25 long time, it's been rolled several times...

1 BENITA:Long time like a year or...

2 FISHER:Oh, no. (Stuttering) no, the case has been out
3 there since the, since October.

4 MALE VOICE:UI

5 BENITA:UI

6 FERGUSON:That's the one you...

7 FISHER:So it's been, it's been steadily extended since
8 January at the council.

9 BENITA:OK.

10 FISHER:So...

11 FERGUSON:So let me ask you this. Is, is, is ahh
12 Laureland completely off the table?

13 FISHER:Oh I, I have brain damage over Laureland, but I
14 mean, but let's...

15 FERGUSON:Yeah because you don't have the land there no
16 more do you?

17 FISHER:Well I mean I could get it back under, UI
18 let's, let's not, let's not get the cart, we'll, we'll
19 pick other good projects going forward here ahh if we
20 can do another one in District 5 then...

21 FERGUSON:Well I like the hell out of that, because
22 they have single families over there.

23 FISHER:I, you know...

24 FERGUSON:I think we did a cover, cover our
25 contribution to the community by adding those single

1 families in there with that development and that....
2 FISHER:Well but that was Don's development. And
3 that's why the whole thing you know, I, you know I'm
4 gonna for, I'm an apartment, townhouse developer so I,
5 I needed 20 acres of the 70 to do my deal. And I said
6 look, this is what I'm gonna and I'll do a very high
7 end product. What'd you wanta do on the other 50 Don?
8 And he sat down and drew it. I wanta do this, ahh
9 maybe a little retail up here, some smaller lots here,
10 I'd like some really big lots over here, and OK so.
11 And I bring him back a plan, well no, no, no I want, I
12 want curvilinear streets. I want ahh can we do some
13 UI on these bigger houses? Let's not, let's do those
14 alleys like they do over in University Park. I see
15 those over there you know, no, you know the driveways
16 are in the back.
17 DEAN:UI.
18 FISHER:And well no I mean it was that, look I the UI
19 I, I drew it up.
20 FERGUSON:I went and got the contractor for the houses,
21 build it for the houses.
22 FISHER:That's what I know we went over there, the, she
23 the woman that built \$500,000.00 houses (laugh) down
24 by the lake. But we, that had, the fact of that just
25 didn't end up being the difference here. So Don had a

1 problem and, and the other guys helped him out and I
2 never, you know, I never understood it till I got
3 thrown under the bus and, but that's water under the
4 bridge at this point. I just don't wanta spend a
5 whole lot more time and money unless we're gonna be
6 successful and, and I'm happy there to try and work on
7 this plan here just make sure I get...
8 FERGUSON:How far away is the ahh is Bryan's
9 development from the one on, on a on Bruton Road?
10 FISHER:Couple of miles. It's Scyene and Hatcher.
11 Again I'm not, you know, you're knowledgeable, frankly
12 I consider it another neighborhood.
13 FERGUSON:Well it's not across the street like the one
14 we talked about on Laura...
15 FISHER:Laureland that's right, yeah.
16 DEAN:It'd have to be at least a mile, somebody said...
17 FISHER:Yeah there's a mile radius issue well that was
18 never an issue for that one. It never was so. Ahem...
19 DEAN:But I tell you what....
20 FISHER:Frankly mine is a much better site if you've
21 been...
22 COTTRELL:I never knew she had UI what you guys were
23 doing. See I, I was in the cosmetic, and...
24 FISHER:(Stuttering) I know the name of your company...
25 FERGUSON:Pro-Line.

1 FISHER:Pro-Line that's right.

2 COTTRELL:And I sold it a couple years ago. Matter of
3 fact I'm waiting for the last million dollars
4 tomorrow.

5 BENITA:Mr. Cottrell, go ahead and say what you were
6 saying, you said that you don't know much about...

7 FISHER:UI.

8 (Several talking at once)

9 BENITA:UI...

10 COTTRELL:I had ahh couple hundred acres over at Oak
11 Cliff, and I just sold it off, then I gave it away.
12 As a matter of fact I had the college ask. All that
13 131 acres of Paul Quinn, I had that and I bought it
14 for a million and a half and just gave to it ahh Paul
15 Quinn College. It was a Bishop College campus and ahh
16 I just didn't know what to do with it. I really
17 bought it to re-hab the college, but there was nothing
18 I could with it because they had lost their
19 accreditation and we couldn't get any government
20 funds. And...

21 FISHER:Is it, is it because of the loss of the
22 accreditation?

23 COTTRELL:Yeah.

24 FISHER:OK.

25 COTTRELL:If it's not, if you don't have an

1 accreditation, you can't get the federal grants or any
2 of that money. So the kids couldn't get financing.
3 FISHER:Right.
4 COTTRELL:So I just let that go.
5 FISHER:So you let Paul Quinn have it?
6 COTTRELL:Yeah.
7 FISHER:I've talked to them about developing some of
8 that property. I've met with Dr. Fernell and they
9 brought a brought in a new Director of Economic
10 Development. So, and that's in Councilman Fantroy's
11 District so.
12 COTTRELL:Yeah Fantroy. As a matter of fact ahh right
13 there where the building, U College ahh...
14 FERGUSON:UNT?
15 BENITA:Yeah.
16 COTTRELL:Yeah. On the Houston School Road and Camp
17 Wisdom, I had 27 acres there that I was going to ahh
18 put in ahh gated community for the faculty of the
19 college, no....
20 FISHER:UNT.
21 FERGUSON:UNT?
22 COTTRELL:Yeah. Put in Quality Housing because what
23 they've got out there is a lot shit.
24 FERGUSON:Yeah them KB Homes?
25 COTTRELL:Yeah, those ahh...

1 FISHER:Hardy Pla...

2 BENITA:What happened?

3 FISHER:...Hardy Plank Heaven is what I refer to them

4 as. Hardy board and a garage.

5 BENITA:What, what happened?

6 COTTRELL:Huh?

7 BENITA:What happened to the land or what happened have

8 you sold it or did you give it?

9 COTTRELL:No I...

10 BENITA:Did you sell it?

11 COTTRELL:No, I sold it to ahh Davis Stephens.

12 BENITA:Oh, that's right.

13 COTTRELL:Yeah.

14 BENITA:And now the city wants to buy it back?

15 COTTRELL:Yeah, they just wanta buy UI, they're gonna

16 widen the road put in a four lane divided road.

17 FISHER:Along Camp Wisdom or along Houston School?

18 COTTRELL:Along Houston School Road.

19 BENITA:So where are we at right, right now? I guess

20 the UI player. I know you have all the way up until

21 the end of this month.

22 FISHER:Yeah, well my...

23 BENITA:And then after that...

24 FISHER:...zoning case has been extend...

25 BENITA:...we'll UI.

1 FISHER:Yeah my zoning case has been extended. I think
2 it comes up on April 9th again.
3 BENITA:OK.
4 FISHER:So we've got about, we're about two, I think
5 really two weeks from yesterday. Ahem...
6 COTTRELL:Well, I, I...
7 FISHER:...and it's at the, it's the corner of Bruton
8 and St. Augustine.
9 BENITA:Un-huh.
10 COTTRELL:I can take this trip UI....
11 FERGUSON:(Laughing) You don't understand what he
12 gonna get it with.
13 FISHER:Yeah.
14 DEAN:Remember he told her he was traveling?
15 FISHER:Right. He's gonna have to...
16 DEAN:Well, he's gonna cancel...
17 FISHER:...oh, he's cancelling...
18 DEAN:...his trip.
19 FISHER:Oh, for this special purpose. OK. Alright.
20 FISHER:OK.
21 COTTRELL:I'll meet with Don.
22 BENITA:I knew that there was an urgency based on the
23 conversation that's why I went and tracked Don down.
24 FISHER:Well, the urgent...
25 BENITA:Yeah, and...

1 FISHER:...it's just, the thing just I mean I had brain
2 damage working in District 5.

3 BENITA:Uh-huh.

4 FISHER:I've frankly I've flushed more than \$500,000.00
5 working projects there and I put a bunch of money in
6 this one and I, I practically gave up. Ron called me, I
7 had, you know, I had given up. I mean my contracts up.

8 DEAN:But what we need to do though is what she's
9 saying is that we need to get our stuff together. See
10 how we can partner.

11 FISHER:OK.

12 BENITA:Right.

13 DEAN:And see if Comer's happy with it. That's part...

14 FISHER:OK.

15 BENITA:And we have to do that very quickly in order to
16 help you meet your deadline. That, that's why I may,
17 I'm very conscious of deadlines and time lines...

18 FISHER:Right.

19 BENITA:And...

20 FISHER:I, I sent Ron an e-mail and said look, if you
21 just, let's just kinda get a summary up 'cause we've
22 talked about a bunch of stuff.

23 BENITA:OK.

24 FISHER:You are looking for concrete work on one of the
25 jobs and you were talking about San Antonio, and I

1 haven't, frankly I haven't checked on where Dewey is.
2 You talked about being involved in the development
3 that kinda stuff so just, you know, send me a summary
4 and I'll try and get a working frame work going so we
5 can get something shuffled around everybody's happy
6 with.
7 BENITA:OK. I got this thing ahh, I got Don's cell
8 number you have it I got it at. I got it at, on here
9 so that...
10 FISHER:Actually I didn't bring, I didn't bring one
11 with me so.
12 BENITA:He is expecting your call.
13 DEAN:Write it on a piece of paper.
14 FISHER:Sure.
15 DEAN:OK.
16 FISHER:Well what I do is, you give me an e-mail
17 address and I'll e-mail my contact stuff over so.
18 DEAN:Well you got it. I got it, I got it.
19 FERGUSON:I'll send you a copy of his e-mail...
20 FISHER:Let me, let me get Benita's here. It's Venita
21 Benita?
22 BENITA:Venita Benita.
23 FISHER:OK. Great. On the bottom of each one of my e-
24 mails has got everything including my cell number.
25 BENITA:OK, Bill. If we don't get it, whenever I get

1 I'll UI....

2 DEAN:But what I wanta do is, structure something with

3 KDAT and Odyssey and then I want to bring you back and

4 let them take a look at it.

5 FISHER:OK.

6 COTTRELL:And maybe let his attorneys look at it. And

7 then we can have...

8 DEAN:Hello.

9 FISHER:UI. And you'll let me know on the budget

10 issue? OK.

11 FERGUSON:I'll let them...

12 FISHER:I, I've spent money so it's not like I'm

13 opposed to doing it. I...

14 COTTRELL:OK....

15 BENITA:UI 'cause I wasn't...

16 FISHER:Just tell me, tell me and let's do it or forget

17 it. OK. Alright. (Stuttering) But I pay my, I pay

18 my way.

19 FERGUSON:I said don't worry about it because we won't

20 know until he knows.

21 COTTRELL:Right.

22 FERGUSON:But like he said I mean that's something

23 that...

24 FISHER:(Stuttering) I, I've dropped a hundred already

25 so I mean just paying the, paying the lackeys at this

1 point so.

2 FERGUSON:What I, what I'm e-mailing you actually has
3 to do with them not being a part of this, OK? Because
4 that concerns me. I don't, I don't wanta have any...

5 FISHER:I have met the.....

6 FERGUSON:...to that.

7 FISHER:You're singing to the choir there buddy.

8 FERGUSON:(Stuttering) to that point of what's going
9 on. I want....

10 FISHER:It's the reason we're talking. I cannot, I
11 cannot work with those people.

12 BENITA:Alright.

13 FISHER:They're completely unreliable, you know I'd
14 like to, I'd like to have some requirements, agree to
15 do it, I'll do my part and you, you've worked with me
16 for a long time, I try, I do my part, they want a
17 different agreement, they want more money, it's just a
18 never ending litany of never getting across. For one
19 thing is they have control of the case. When they
20 said we're not happy and you're gonna get postponed, I
21 get postponed. So I do know they're in the loop I'm
22 just cautioning you that ahh you that there's a bit of
23 a hurdle to climb, but if we can make it happen I'm
24 prepared to try and make it work.

25 COTTRELL:OK.

1 FISHER:Alright?

2 FERGUSON:That's the one I told...

3 COTTRELL:We got our marching orders.

4 FISHER:Alright.

5 COTTRELL:So we know what to do.

6 FISHER:OK. Alright. And then we'll, we'll be in

7 touch here.

8 BENITA:Whatever...

9 FERGUSON:Yeah.

10 BENITA:...you need from me, ahh...

11 COTTRELL:Yeah.

12 BENITA:We'll schedule a meeting, Don is in his office

13 and he is expecting a call and make an appointment.

14 FERGUSON:You got, is that your card there?

15 BENITA:Whenever you're ready so.

16 FISHER:Pardon.

17 FERGUSON:That your card?

18 FISHER:My Ron Ferguson card.

19 COTTRELL:Do you have one?

20 FISHER:Actually I didn't bring one, but I'll send her

21 my e-mail address and with all my contact information

22 for Mr. Cottrell.

23 BENITA:Yeah I'll have everything.

24 FISHER:Yeah. I was at lunch today I gave 'em all out.

25 I mean Ron had, there were a bunch of folks today so.

1 I normally don't get caught short.

2 BENITA:Ron Kirk.

3 FISHER:He's a good guy I just, I think he's a little

4 lost right now.

5 BENITA:He can be....

6 FISHER:He still doesn't know why he's not in

7 Washington.

8 BENITA:Right.

9 FISHER:(Laugh)

10 BENITA:I know.

11 (Laughter)

12 COTTRELL:I can tell him.

13 (Laughter)

14 COTTRELL:As a matter of fact he and I.....

15 BENITA:Yeah. (Laughing)

16 COTTRELL:I talked to him at our meeting he was

17 explaining his position, and I just explained to all

18 the members why in the hell I couldn't support him,

19 and why I knew he couldn't win.

20 BENITA:(Laughing)

21 COTTRELL:I didn't have no money to just throw away.

22 FISHER:Well what it, I have an attorney in San Antonio

23 who says basically, we contribute to winners, we try

24 and frankly contribute mostly to uncontested cases,

25 but if you happen to lose and you need money, I don't

1 return your call.

2 FISHER:(Laughter) He said I know it's cold, but it's

3 the reality of politics so.

4 BENITA:It's the reality.

5 COTTRELL:Yeah it is.

6 BENITA:OK.

7 COTTRELL:We, Alphonso Jackson is a good buddy of mine

8 too.

9 FISHER:Mr. Jackson is in, he is in the cat bird seat

10 up there at HUD so.

11 COTTRELL:But see I've never been able to...

12 BENITA:You brought him here.

13 COTTRELL:Yeah but I didn't know what to do with all

14 that. I've never been involved in this....

15 BENITA:Development.

16 COTTRELL:He knows it...

17 FISHER:This is one of the things that ahh...

18 BENITA:And your company is a development company now

19 ahh Comer this may be the beginning of, of...

20 FERGUSON:Your development.

21 BENITA:...actually yeah your development.

22 FERGUSON:Because....

23 BENITA:And that's what I'm thinking and...

24 FERGUSON:He's gonna get, he's gonna get the benefit of

25 working with you.

1 BENITA:...not necessarily for the hotel, but from this
2 side now, because you're a part of that association
3 too. The development association. I don't know you
4 went to some black tie event with nothing but
5 developers at the Loews Anatole Inn a couple years
6 ago.
7 FISHER:The ahh fight night.
8 COTTRELL:Yeah fight night.
9 BENITA:Yeah.
10 DEAN:You was over there?
11 BENITA:Yeah.
12 COTTRELL:Yeah I was over there.
13 BENITA:So he, I remember everything. He doesn't think
14 I remember I know.
15 FERGUSON:She, she does, she does remembers everything.
16 FISHER:I'll need to get some scooby on your CDC too
17 umm just to make sure I plug it into the equation.
18 BENITA:Uh-huh.
19 FISHER:And you know the, you've known me for years,
20 the one thing you know is I, this is the part of the
21 business I know so.
22 FERGUSON:That's why you, that's why I'm...
23 FISHER:We get projects so. OK.
24 COTTRELL:And I'm getting an education.
25 BENITA:What?

1 COTTRELL:Benita, that's why I keep my mouth...

2 FISHER:I was assessing the lot here so.

3 FERGUSON:But a good thing about that though is

4 Kevin'll get the benefit of working with you. I mean

5 as far as knowledge and putting these things together,

6 when he leaves anybody he's with, boy, you hear it all

7 over town. (Clapped hands) And now he's doing it for

8 himself so I mean you can't, you can't, you can't, you

9 can't beat that. That's a good, that's a good

10 learning opportunity for Kevin.

11 BENITA:For all of us.

12 FISHER:But I we....

13 FERGUSON:I don't really wanta know that.

14 FISHER:...nothing's gonna happen without...

15 FERGUSON:...I don't wanta know that. (Laughing)

16 BENITA:Mr. Cottrell...

17 FISHER:...the councilman being on board so...

18 BENITA:...UI

19 FERGUSON:Yeah y'all do.

20 BENITA:UI...yeah.

21 FISHER:The, the main thing is we do good work so if

22 you can help clear the path here for us...

23 COTTRELL:Yeah.

24 BENITA:Ahhh.....

25 FISHER:Ahem that's, that's our last stumbling block

1 frankly.

2 FERGUSON:I mean 'cause that, I think the others will

3 come if you get past this one. (Clapped hands)

4 FISHER:Well Maxine's always been supportive and I had

5 the problem Fantroy. Fantroy's always been

6 supportive, but I have a contractual relationship with

7 me. He does security work on a couple of my

8 construction jobs, and so he has to recuse himself.

9 So (stuttering) I lose his voice, I lose his vote and

10 then because the mayor hates J.L. she kicks my butt.

11 And so she makes a big deal out of something that

12 every other councilman does which is step aside when

13 they have a ahh business relationship with an

14 applicant. Ahh but she makes, you know, it's, it's a

15 world...

16 FERGUSON:Bill, you're the only person that I've ever

17 heard that woman say in detail the things that she

18 said.

19 FISHER:Well, but that's because Bryan's giving her a

20 lot of money so.

21 FERGUSON:I mean in detail.

22 FISHER:She goes to bat for the people.

23 FERGUSON:She goes out of her way to make a

24 statement...

25 BENITA:Laura Miller...

1 FERGUSON:....that she ain't voting for him, she don't
2 like it, she don't think it's a good deal yada, yada,
3 yada and they vote it every time.
4 FISHER:Yeah we, we normally get by. Her opposition
5 normally gets me a vote of two.
6 FERGUSON:Right.
7 FISHER:(Laughing)
8 FERGUSON:But she just, there's no other person there
9 that, that she does that to.
10 FISHER:Yeah.
11 FERGUSON:No one. But that's because that's you
12 know...
13 FISHER:Appreciate very much you taking your time.
14 FERGUSON:...(stuttering) majority of her campaign was
15 supported by Affordable.
16 FISHER:Bryan's giving her a hundred grand literally in
17 the last year.
18 BENITA:So you know...
19 FISHER:Fifty before and then fifty after the strong
20 mayor.
21 BENITA:....UI.
22 FISHER:Of the re, recall thing.
23 BENITA:So if she talks about him you will be able
24 to...
25 (A couple talking at once)

1 FISHER:Yeah.

2 BENITA:Odyssey....

3 FISHER:Or Bill Fisher, you know, Dallas,...

4 BENITA:Bill Fisher is his...

5 FISHER:...Dallas West Village is the name of the

6 project.

7 BENITA:Would you put that on that UI...

8 FISHER:I, I'll show you the whole, I'll send you

9 the...

10 BENITA:No, he, we don't know if he's gonna call.

11 FISHER:OK.

12 BENITA:ASAP, or tomorrow, but he...

13 FISHER:Dallas West Village...

14 BENITA:I just think that this is part of the

15 information that he talked to Don about.

16 FISHER:And I'll, I'll attach to the, your e-mail ahh,

17 ahh scoop sheet on the whole thing.

18 BENITA:OK. If you can e-mail me that today when you

19 back in the office, Mr. Cottrell I'll have that for

20 you tomorrow.

21 FISHER:Yeah, it'll be, in fact, it'll be first thing

22 in the morning 'cause I've gotta pick somebody up at

23 the airport here at six...

24 BENITA:That's fine.

25 FISHER:...but ahh, but it'll be, you know, the UI time

1 we get in by 8:30 and...

2 BENITA:You'll be in the office at 10:00 here.

3 FERGUSON:Dewey coming in?

4 FISHER:Dewey's here, Dewey was in this afternoon.

5 BENITA:I won't come at 10:00. What, what's a good

6 time, how long do you think that meeting's gonna last?

7 COTTRELL:Oh that, with the lawyer.

8 BENITA:I know and then it could be long. So how long

9 do you think? About a hour, two hours?

10 COTTRELL:About an hour. Bill's gotta go to it before

11 the meeting over.

12 BENITA:So 1:00 or 12?

13 COTTRELL:No, he's gotta leave here at 12.

14 BENITA:I'll be here about 12:15. I'm gonna nail 'em

15 to the time everybody. That's the best way, that's

16 where we get our understanding with everybody....

17 FISHER:OK.

18 BENITA:OK.

19 FERGUSON:OK.

20 FISHER:Thank you.

21 BENITA:Thank you.

22 DEAN:OK, Bill.

23 FISHER:Good to see you.

24 DEAN:Yeah.

25 FISHER:Pleasure. Very honored to meet you sir.

1 COTTRELL:UI...

2 FISHER:No, no please it's a pleasure to see you.

3 COTTRELL:I'm just not well. I've had a brain tumor

4 and a brain operation.

5 FISHER:You look, for a gentleman who's having health

6 problems, you look very well.

7 COTTRELL:Thank you.

8 FISHER:That's what I tell him. I tell him...

9 COTTRELL:She can out walk me....

10 FISHER:He really does.

11 BENITA:I tell him that.

12 DEAN:We went, we went fishing this weekend. He's

13 doing pretty good.

14 FISHER:He caught all the fish I bet.

15 FERGUSON:No, he didn't catch any, he, he really

16 didn't.

17 DEAN:Hey, hey, hey. You owe me some money come to

18 think of it, 'cause...

19 FERGUSON:Comer owe you \$3.00.

20 DEAN:No, you owe me \$3.00 too.

21 FERGUSON:(Laughing)

22 FISHER:Very nice. Was a pleasure meeting you.

23 BENITA:Thank you. Likewise too.

24 FISHER:Look forward to working with you. Good to see

25 you.

1 BENITA:Likewise. I do too.

2 FISHER:And ahh get me some CDC information....

3 DEAN:I'm gone boss man.

4 FISHER:...here....

5 BENITA:I will.

6 FISHER:...when you, with your response.

7 BENITA:Thank you.

8 FISHER:Alright, great.

9 DEAN:He's got two fish...

10 FERGUSON:Two sun perch about that big.

11 BENITA:(Laugh)

12 FERGUSON:Both of 'em together wasn't that long.

13 BENITA:Oh, my goodness.

14 DEAN:Hey, you didn't have to tell that....

15 FERGUSON:(Laughing)

16 DEAN:Y'all don't have to tell everybody how big....

17 FERGUSON:(Laugh) Yeah you need to know a lot of UI...

18 FISHER:See this is a problem when you get both fisher

19 men in the same room, then you can't lie.

20 (Laughter)

21 FISHER:Very good to see you.

22 COTTRELL:Bill we'll see you.

23 FISHER:Thank you. Appreciate it.

24 FERGUSON:Alright buddy.

25 FISHER:Take care.

1 FERGUSON:UI
2 COTTRELL:We got our marching orders and we'll be
3 working on this.
4 FISHER:Thank you sir I appreciate it, and I'll, I'll
5 get this stuff to you in the morning.
6 BENITA:Thank you.
7 COTTRELL:OK.
8 FISHER:Thanks Ron.
9 FERGUSON:Alright.
10 END OF CONVERSATION
11 (Door closed)
12 (Vehicle door closed)
13 (Chime ringing)
14 (Yawn)
15 (Phone ringing)
16 END OF TAPE
17
18
19
20
21
22
23
24
25